

Message Text

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PAGE 01 JIDDA 08273 161203Z

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ACTION COME-00

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FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 3129

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E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: MAJOR PROJECT: KING ABDUL AZIZ UNIVERSITY

REF: STATE 284483

1. BIDS ON SUBJECT PROJECT HAVE BEEN UNDER REVIEW SINCE OPENING ON NOVEMBER 23, 1975 ACCORDING TO VICE RECTOR OF KAAU, ABDULLAH NASSIEF. HE STATES THAT THERE IS ANOTHER U.S. FIRM (AMERICAN HOMES) IN ADDITION TO THE BUTLER-CARLSON GROUP WHOSE BID HAS BEEN PUT FORTH BY SUWAIG (FNU), A SAUDI REPRESENTATIVE. UNIVERSITY HAS WRITTEN U.S. FIRM (AMERICAN HOMES, FORT WAYNE, INDIANA) TO DROP THIS SAUDI AGENT AND SUBMIT DIRECT OFFER IF IT WANTED FURTHER CONSIDERATION.
2. FOR FURTHER BACKGROUND DEPARTMENT MAY BE INTERESTED KNOWING THAT EMBASSY RECEIVED COMMERCIAL TELEGRAM FROM CARLSON, TELEX FROM BUTLER VIA LOCAL AGENT, A.S. JUFFALI, AND TELEPHONE CALL FROM EAST-WEST GROUP REGARDING TENDER. WE WERE ASKED BY ALL THREE TO CONTACT COL MOHMOUD NASSIEF, SAUDI ARABIA'S MOST QUALIFIED ENGINEER. LATTER DEPARTED JIDDA LATE NOVEMBER FOR MAYO CLINIC AND BECAME SERIOUS-NESS HIS ILLNESS REQUEST THAT HE NOT BE DISTURBED.
3. IN ABSENCE COL. NASSIEF WE CONTACTED HIS COUSIN, DR. ABDULLAH NASSIEF, WHO HAPPENS TO BE VICE RECTOR OF KAAU. WE ALSO CONTACTED HAIDAR ABU JABAR, CARLSON VP IN JIDDA, MR. MIKE ALOSSI, AN AMERICAN REPRESENTATIVE OF BUTLER BASED IN JIDDA WITH JUFFALI, AND ISAM AL SHEIKH, DEPUTY TO ABDULLAH NASSIEF,

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WHILE LATTER WAS ON PILGRIMAGE.

4. INFORMATION THUS FAR DEVELOPED INDICATES THAT BUTLER-CARLSON-JUFFALI BID IS FRONT-RUNNER BUT MR. AL SHEIKH CONFIDED THAT PRICE (NOT GIVEN) APPEARS HIGH. MR. ALOSSI STATES THAT SOME BUTLER BUILDINGS FOR THE UNIVERSITY PROJECT ARE IN JIDDA ALREADY AND PROSPECTS GREATLY ENHANCED BECAUSE OF THIS. ALOSSI STATES BUTLER IS BIDDER WITH JUFFALI AND BID STATES CARLSON MOST QUALIFIED ERECTOR OF BUTLER BLDGS. AND WILL BE USED.

5. MR. AL SHEIKH CONFIDED THAT COL. NASSIEF HAS RECOMMENDED BUTLER-CARLSON BID AS BEST ON BASIS QUALITY TO UNIVERSITY'S REVIEW COMMITTEE BEFORE HIS DEPARTURE. HE ALSO STATED THAT JUFFALI-BUTLER-CARLSON GROUP DEFINITELY FAVORED AS OF NOW BECAUSE OF QUALITY AND EXPERIENCE. UNIVERSITY MOST INTERESTED QUALITY AND LONG RANGE ASPECTS OF PROJECT WHICH WILL BE FOLLOWED UP IN FEBRUARY 1976 BY ANOTHER TENDER FOR LARGER PROJECT INVOLVING STUDENT HOUSING. REVIEW COMMITTEE SERIOUSLY CONSIDERING THIS ASPECT IN STUDY OF CURRENT OFFERS BECAUSE WINNER OF TENDER WILL BE IN BEST POSITION WIN ON-GOING CONSTRUCTION.

6. INCIDENTALLY, THIS WAS TENDER BY KAAU PURCHASING DEPARTMENT AND NOT MINED. HENCE NOT SUBJECT TO USUAL PRESSURE. UNIVERSITY GROUP MOST CIRCUMSPECT AND BEST OFFER WILL BE CHOSEN, NOT LOWEST BIDDER. MR. AL SHEIKH CONFIDED BUTLER-CARLSON PROSPECTS ARE EXCELLENT. VICE RECTOR NASSIEF MORE CAUTIOUSLY STATES BIDS REQUIRE MORE SCRUTINY. WE WILL ATTEMPT GET FURTHER DETAILED INFO ON ALL KAAU PROJECTS FOR CAGNE.
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